

28 April 2004

Dear Brian

As you know I specialise in sedation, so I am always looking for something to reduce patients' fears.

When I first saw The Wand, I felt that it would be totally unnecessary as I thought that I gave painless injections.

However, a prominent paediatric consultant told me that he used The Wand and was very pleased with it. I therefore took up your company's offer to try The Wand on a rental basis.

What I did was utilise The Wand without informing patients and the reaction was quite amazing. Children in particular didn't realise they were having an injection, as it looks totally different. We have had comments like "That was better than an injection." and "I want the magic pen and not an injection."

As with most things there is a learning curve, but I was convinced by the trial and bought a Wand. I now would not be without it and I am going to provide my associates with them too.

Yours sincerely

Jane Bullimore